



CB Richard Ellis Group, Inc.

Fourth Quarter and Fiscal Year 2008

Earnings Conference Call

February 11, 2009

CBRE
CB RICHARD ELLIS

Forward Looking Statements

This presentation contains statements that are forward looking within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our momentum in and possible scenarios for 2009, future operations, expenses, financial performance, performance under our credit facilities, our ability to renegotiate the terms of our credit agreement and cost savings. These statements should be considered as estimates only and actual results may ultimately differ from these estimates. Except to the extent required by applicable securities laws, we undertake no obligation to update or publicly revise any of the forward-looking statements that you may hear today. Please refer to our current annual report on Form 10-K and our current quarterly report on Form 10-Q, in particular any discussion of Risk Factors, which are filed with the SEC and available at the SEC's website (<http://www.sec.gov>), for a full discussion of the risks and other factors that may impact any estimates that you may hear today. We may make certain statements during the course of this presentation which include references to "non-GAAP financial measures," as defined by SEC regulations. As required by these regulations, we have provided reconciliations of these measures to what we believe are the most directly comparable GAAP measures, which are attached hereto within the appendix.

Conference Call Participants

Brett White

President & Chief Executive Officer

Gil Borok

Executive Vice President

& Interim Chief Financial Officer

Nick Kormeluk

Senior Vice President, Investor Relations

- Throughout the fourth quarter significant challenges impacted economies around the world
- We believe that these challenging economic conditions will continue to impact capital markets activities and leasing conditions in 2009
- We maintained profitability in 2008 due to our broad service offering and global scale
 - Q4 2008 normalized EBITDA was \$223 million and \$601 million for the full year 2008
 - 2008 Normalized EBITDA ranked 3rd best in our firm's 100+ year history
- Solid results were achieved through market share gains and cost cuts
- Balance Sheet management is a high priority for us and we will likely seek an amendment or waiver to certain covenants

GCS Strength in Q4 2008

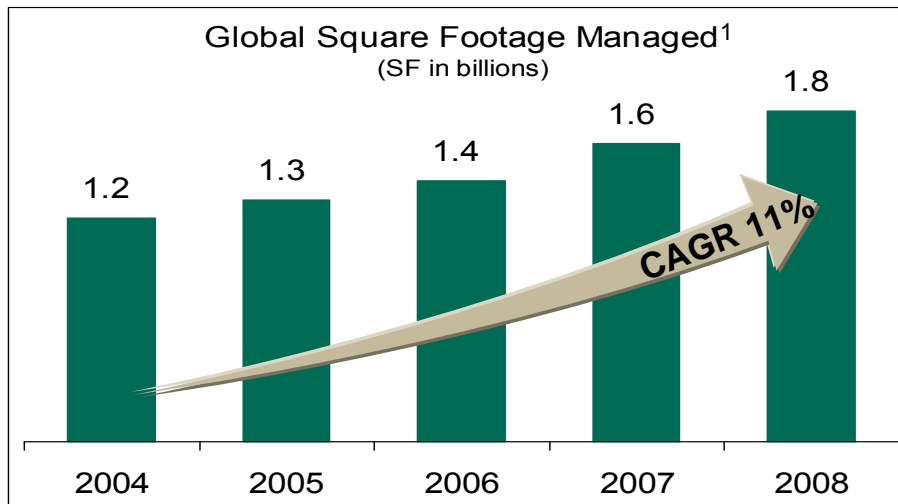
5 new accounts



7 account expansions



6 account renewals



1. Represents combined data for CBRE and TCC; does not include joint ventures and affiliates

Cross Selling Examples

Lexmark International:

EMEA transaction management client expanded to US and Asia.

IBM:

US transaction management, lease administration expanded to include EMEA.

Q4 CBRE Wins

	<p>UNITED STATES Panattoni Development Company</p> <ul style="list-style-type: none"> CBRE was selected to manage 17 million SF of office and industrial properties; 14 million SF located in Sacramento, Reno and Irvine. The assignment represents nearly half of Panattoni's US portfolio. 		<p>CHINA Various clients</p> <ul style="list-style-type: none"> CBRE won two property management assignments. CBRE will manage 1 million SF for The Center; and 8.9 million SF for Hong Qiao Traffic Center.
	<p>NEW YORK Viacom</p> <ul style="list-style-type: none"> CBRE assisted in the 1.3 million SF expansion of Viacom's corporate headquarters. This transaction was the third largest office lease in Manhattan history. 		<p>AUSTRALIA Westin Melbourne</p> <ul style="list-style-type: none"> CBRE arranged the sale of Melbourne's finest 5-star hotel. The 262 room property was sold for \$107 million.
	<p>ATLANTA Wendy's/Arby's</p> <ul style="list-style-type: none"> CBRE completed a 184,251 SF lease for the restaurant group. The deal represents one of the largest office leases in 2008. 		<p>THAILAND Total Access Communications</p> <ul style="list-style-type: none"> CBRE negotiated a 656,360 SF lease. This transaction was four times larger than any other office lease in Thailand's history.
	<p>KANSAS CITY Kansas City Aviation Department</p> <ul style="list-style-type: none"> TCC broke ground on Phase I of an 800-acre multi-use development at the Kansas City International Airport. The project will feature four buildings of approximately 1.8 million SF of commercial space. 		<p>UNITED KINGDOM HSBC</p> <ul style="list-style-type: none"> CBRE advised in the repurchase of HSBC's headquarters in London. Originally sold in 2007 as a sales-leaseback, the client repurchased the iconic 210-metre tower for \$1.2 billion.

US Market Statistics

	US Vacancy				US Absorption Trends (in millions of square feet)			
	4Q06	4Q07	4Q08	4Q09 F	2006	2007	2008	2009 F
Office	12.6%	12.6%	14.0%	16.8%	82.8	55.8	17.8	-50.0
Industrial	9.5%	9.5%	11.4%	12.6%	206.8	166.7	-94.1	-103.2
Retail	7.7%	8.7%	10.4%	11.3%	22.7	13.9	-0.6	-3.5

Source: TWR Outlooks Spring 2009

Cap Rates Up At Lower Volumes

	4Q06	4Q07	4Q08
Office			
Volume (\$B)	36.2	27.2	7.1
Cap Rate	6.8%	7.1%	7.3%
Industrial			
Volume (\$B)	12.3	10.2	2.6
Cap Rate	7.4%	7.2%	7.9%
Retail			
Volume (\$B)	14.3	11.9	2.7
Cap Rate	6.7%	6.7%	7.3%

Source: RCA January 2009

Cap Rate Growth¹

2009 F
+130 to 200 bps
+140 to 200 bps
+140 to 190 bps

1. TWR estimates

2008 Performance Overview

Revenue ¹	\$5.1 billion	\$906 million or 15% lower than prior year
Net Income	GAAP \$83.9 million ²	\$307 million or 79% lower than prior year
	Adjusted \$208.7 million	\$288 million or 58% lower than prior year
EPS ³	GAAP \$0.39 ²	Decreased 77% as compared to \$1.66 EPS in prior year
	Adjusted \$0.97	Decreased 54% as compared to \$2.11 EPS in prior year
EBITDA	\$457 million ²	\$377 million or 45% lower than prior year
Normalized EBITDA ⁴	\$601 million	\$369 million or 38% lower than prior year

1. Includes revenue from discontinued operations of \$1.3 million and \$2.1 million for the twelve months ended December 31, 2008 and 2007, respectively.

2. Excludes the impact of significant pending goodwill and non-amortizable intangible asset impairment charges.

3. All EPS information is based upon diluted shares.

4. Normalized EBITDA excludes merger-related charges, integration costs related to acquisitions, cost containment and the write-down of impaired assets.

Q4 2008 Financial Results

(\$ in millions)	2008	2007 ¹	% Change
Revenue	1,283.3	1,839.2	(30)
Cost of Services	729.7	967.6	(25)
Operating, Administrative & Other	425.5	639.4	(33)
Merger-Related Charges	-	17.1	(100)
Equity (Loss) Income from Unconsolidated Subsidiaries	(54.2)	28.8	(289)
Minority Interest (Income) Expense	(45.8)	2.1	(2,259)
Other Loss	(3.1)	-	n/a
Gain on Disposition of Real Estate	4.9	16.1	(69)
EBITDA²	121.5	257.9	(53)
One Time Items:			
Integration Costs	3.8	10.8	(65)
Cost Containment	24.1	-	n/a
Write-down of Impaired Assets	73.8	-	n/a
Merger-Related Charges	-	17.1	(100)
Normalized EBITDA	223.2	285.8	(22)
Normalized EBITDA Margin	17.4%	15.5%	

1. Includes activity reported as "discontinued operations" including \$2.1 million of revenue, \$0.8 million of operating expenses, \$2.7 million of minority interest expense and \$7.9 million of gain on disposition of real estate.
2. Excludes the impact of significant pending goodwill and non-amortizable intangible asset impairment charges.

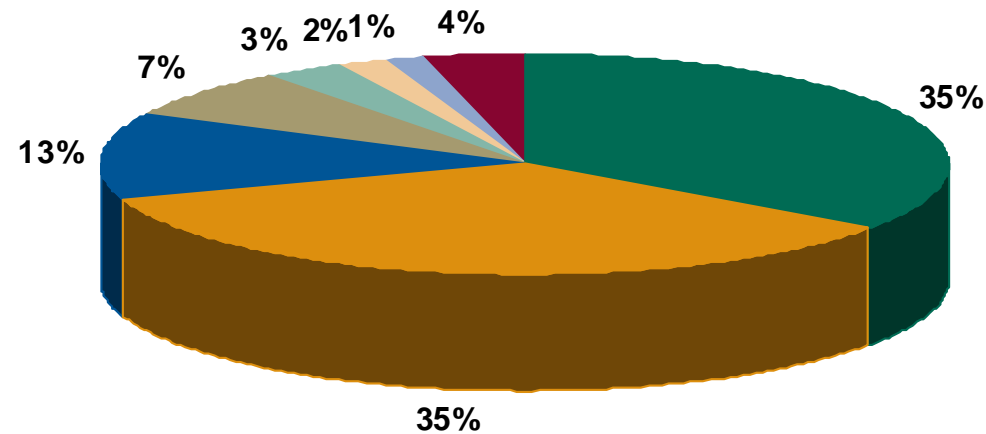
Full Year 2008 Financial Results

(\$ in millions)	2008 ¹	2007 ²	% Change
Revenue	5,130.1	6,036.3	(15)
Cost of Services	2,926.7	3,200.7	(9)
Operating, Administrative & Other	1,747.8	1,989.5	(12)
Merger-Related Charges	-	56.9	n/a
Equity (Loss) Income from Unconsolidated Subsidiaries	(80.1)	64.9	(223)
Minority Interest (Income) Expense	(37.7)	14.5	(360)
Other Loss	(7.7)	(37.5)	(80)
Gain on Disposition of Real Estate	51.5	32.2	60
EBITDA³	457.0	834.3	(45)
<u>One Time Items:</u>			
Integration Costs	16.4	45.2	(64)
Cost Containment	27.4	-	n/a
Loss on Trading Securities Acquired in the Trammell Crow Company Acquisition	-	33.7	n/a
Write-down of Impaired Assets	100.4	-	n/a
Merger-Related Charges	-	56.9	(100)
Normalized EBITDA	601.2	970.1	(38)
Normalized EBITDA Margin	11.7%	16.1%	

1. Includes activity reported as "discontinued operations" including \$1.3 million of revenue, \$0.7 million of operating expenses, \$16.5 million of minority interest expense and \$32.8 million of gain on disposition of real estate.
2. Includes activity reported as "discontinued operations" including \$2.1 million of revenue, \$0.8 million of operating expenses, \$2.7 million of minority interest expense and \$7.9 million of gain on disposition of real estate.
3. Excludes the impact of significant pending goodwill and non-amortizable intangible asset impairment charges.

Revenue Breakdown

4th Quarter 2008



(\$ in millions)	Three months ended December 31,			Twelve months ended December 31,		
	2008	2007 ¹	% Change	2008 ²	2007 ¹	% Change
Property & Facilities Management	450.9	427.1	6	1,720.1	1,395.6	23
Leasing	443.6	615.3	-28	1,710.7	1,869.7	-9
Sales	163.8	469.1	-65	869.7	1,659.9	-48
Appraisal & Valuation	91.8	111.6	-18	355.0	386.3	-8
Investment Management	39.8	78.0	-49	165.0	352.1	-53
Development Services	25.3	69.0	-63	110.6	125.6	-12
Commercial Mortgage Brokerage	18.7	38.7	-52	90.5	162.9	-44
Other	49.4	30.4	63	108.5	84.2	29
Total	1,283.3	1,839.2	-30	5,130.1	6,036.3	-15

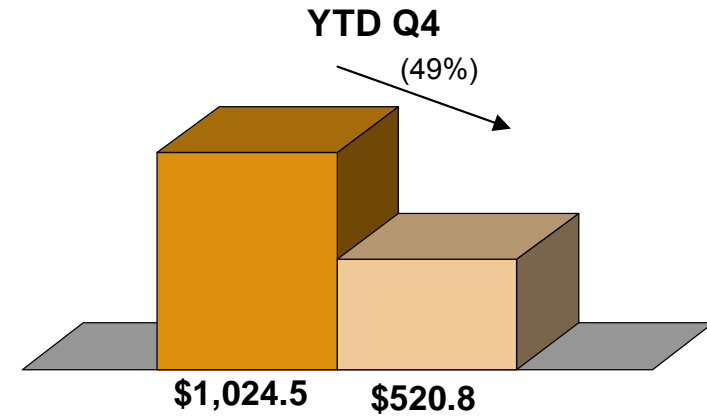
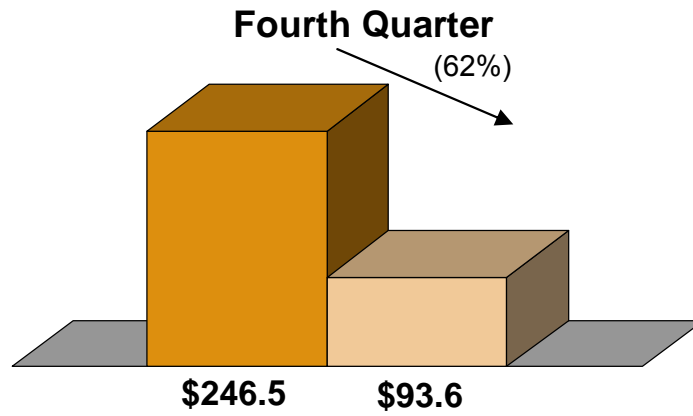
1. Includes revenue from discontinued operations, which totaled \$2.1 million for the three and twelve months ended December 31, 2007.

2. Includes revenue from discontinued operations, which totaled \$1.3 million for the twelve months ended December 31, 2008.

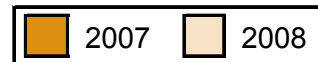
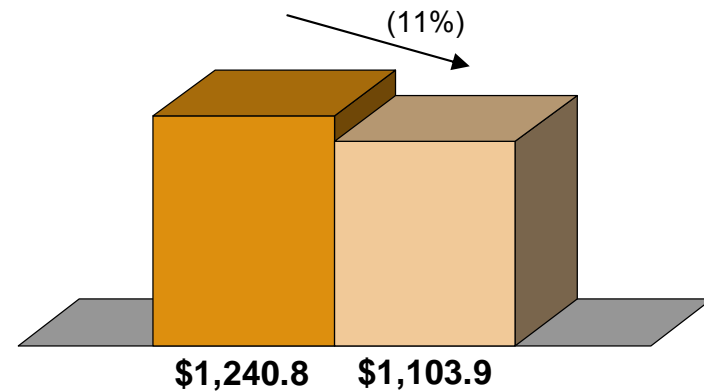
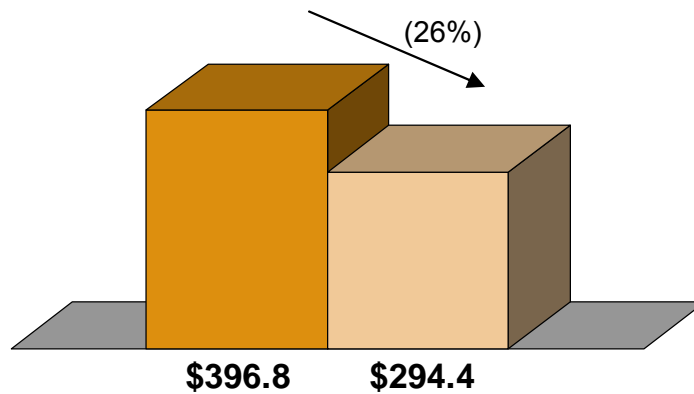
Sales and Leasing Revenue - Americas

(\$ in millions)

Sales

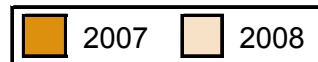
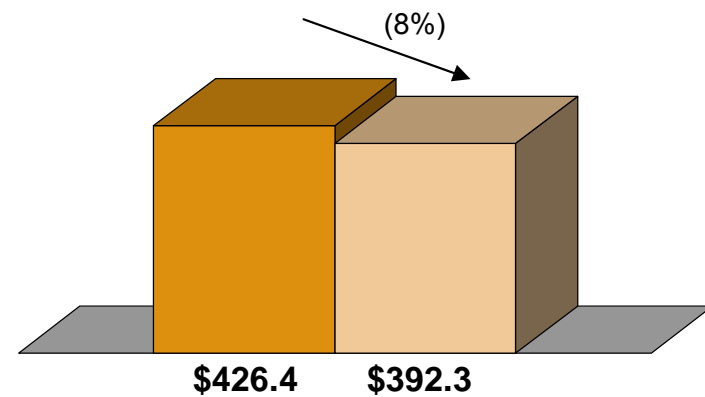
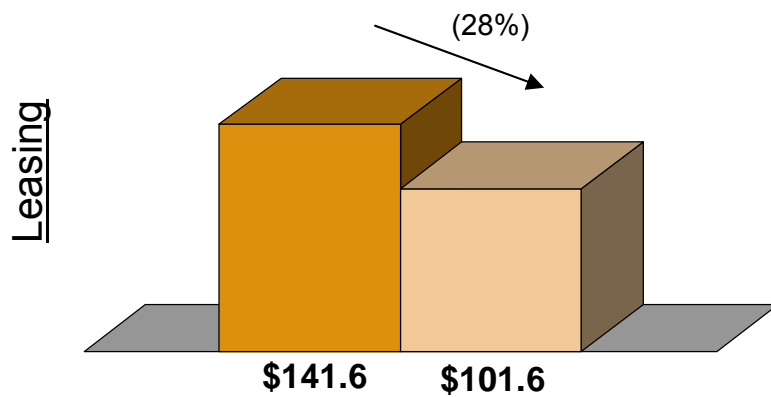
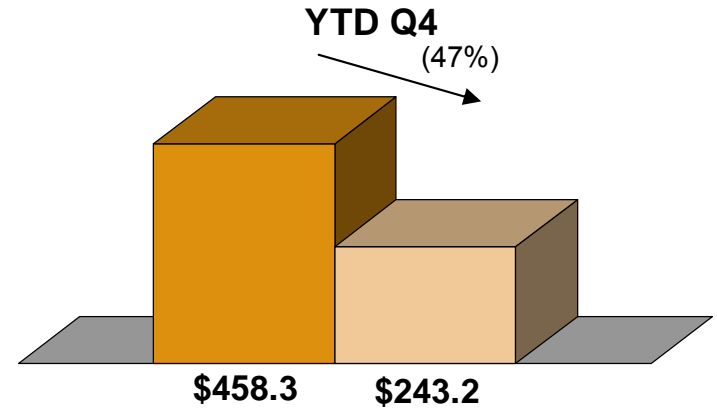
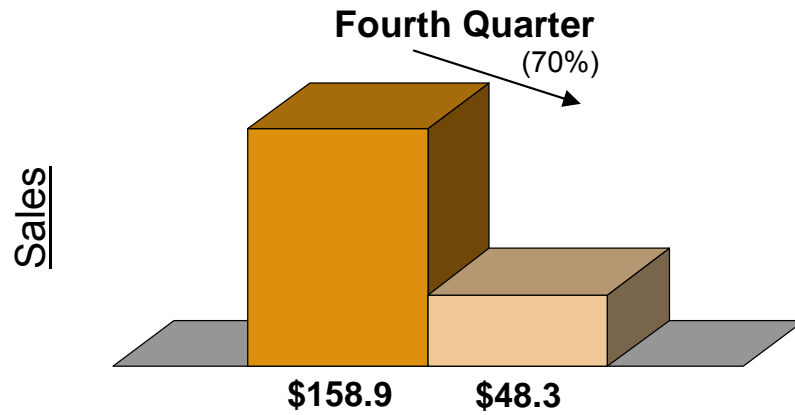


Leasing



Sales and Leasing Revenue – EMEA

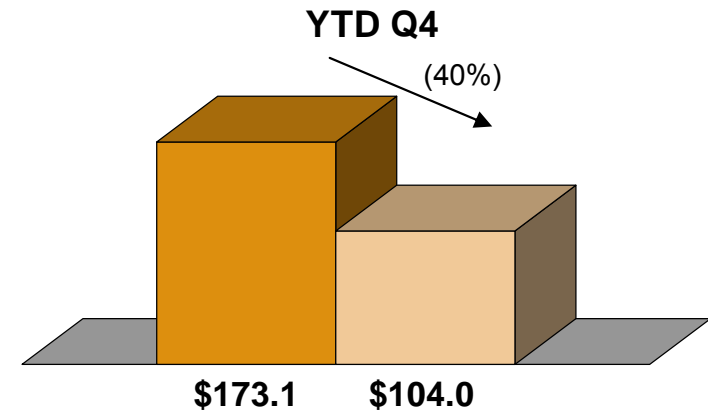
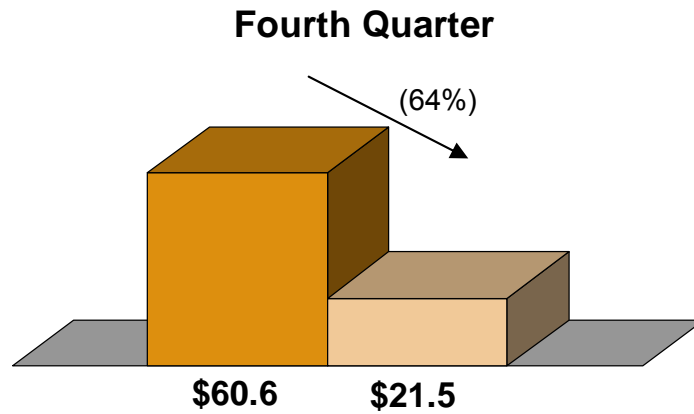
(\$ in millions)



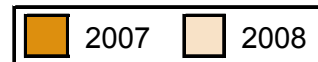
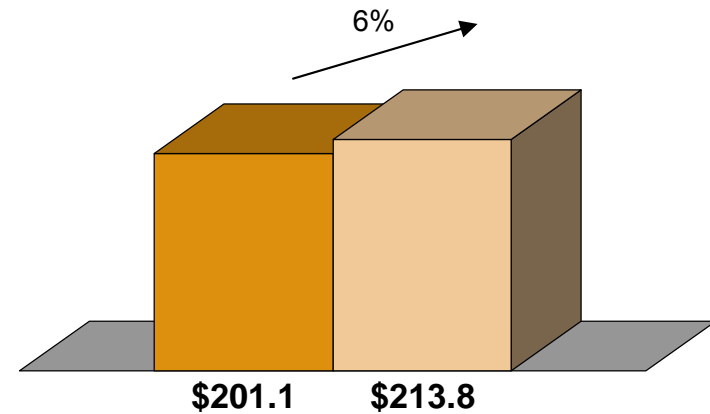
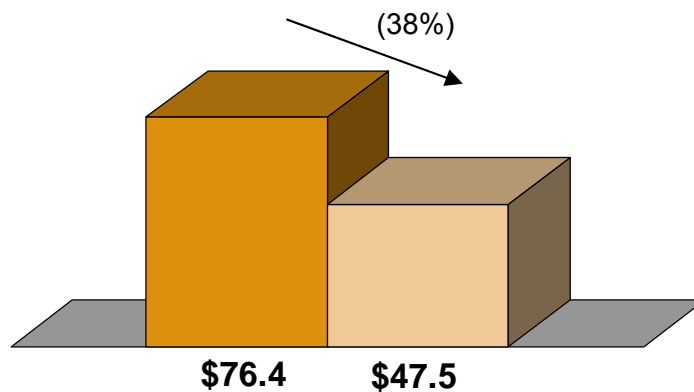
Sales and Leasing Revenue – Asia Pacific

(\$ in millions)

Sales



Leasing



Development Services

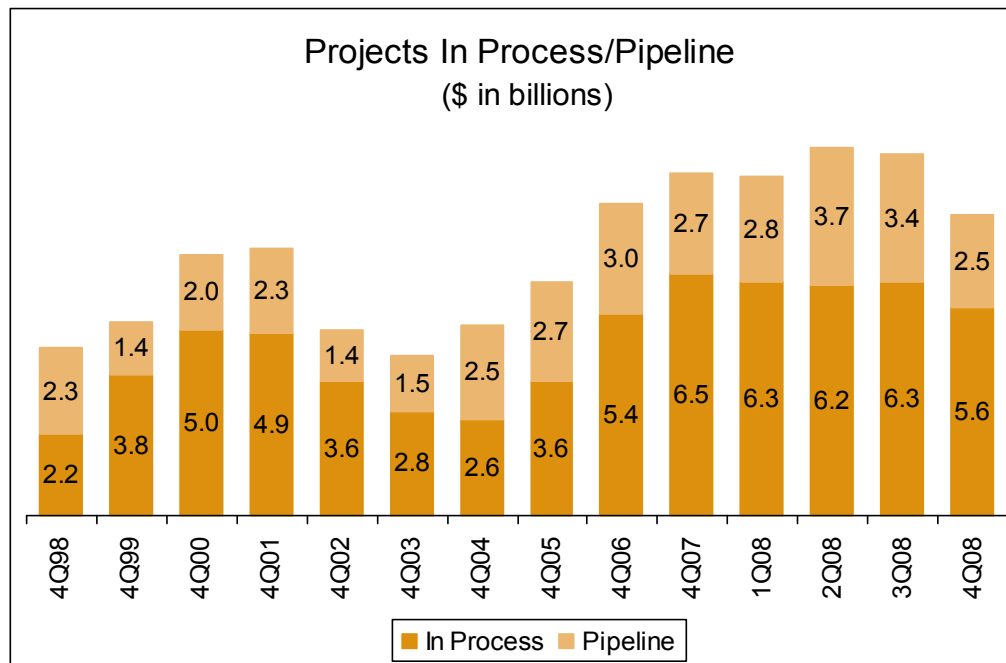
(\$ in millions)	Quarter Ended 12/31/2008	Year Ended 12/31/2008
Revenue ¹	29.4	120.1
EBITDA ²	(45.2)	(34.4)
Add Back:		
Cost Containment	3.1	3.1
Write-down of impaired assets	49.2	49.2
Normalized EBITDA ²	7.1	17.9
Normalized EBITDA Margin	24.1%	14.9%

1. Includes revenue from discontinued operations of \$1.3 million for the twelve months ended December 31, 2008.

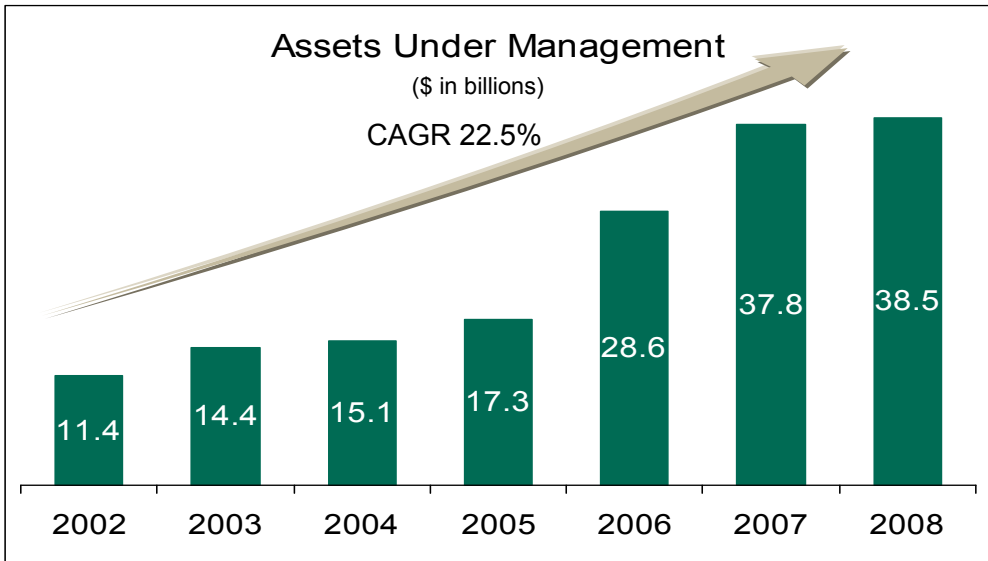
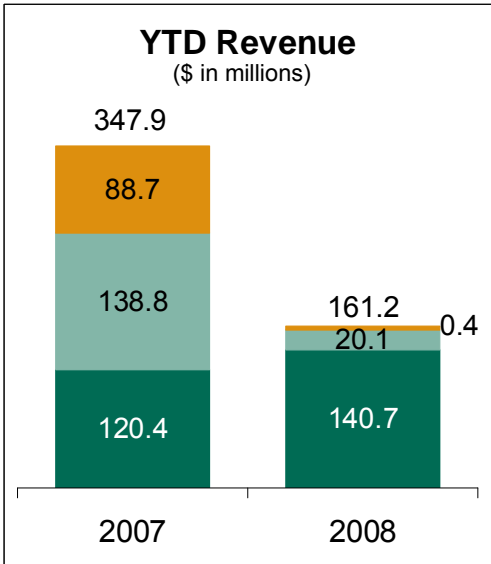
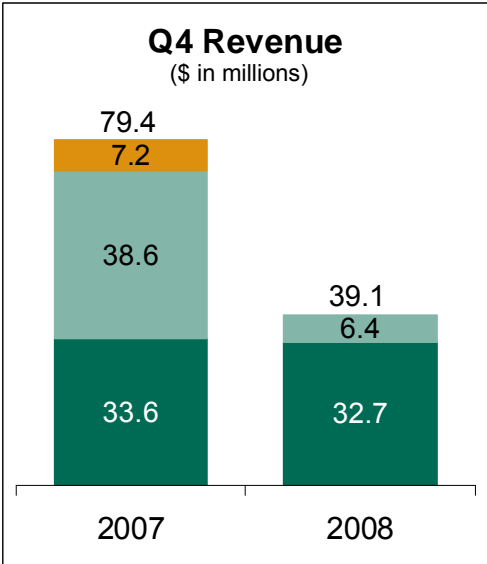
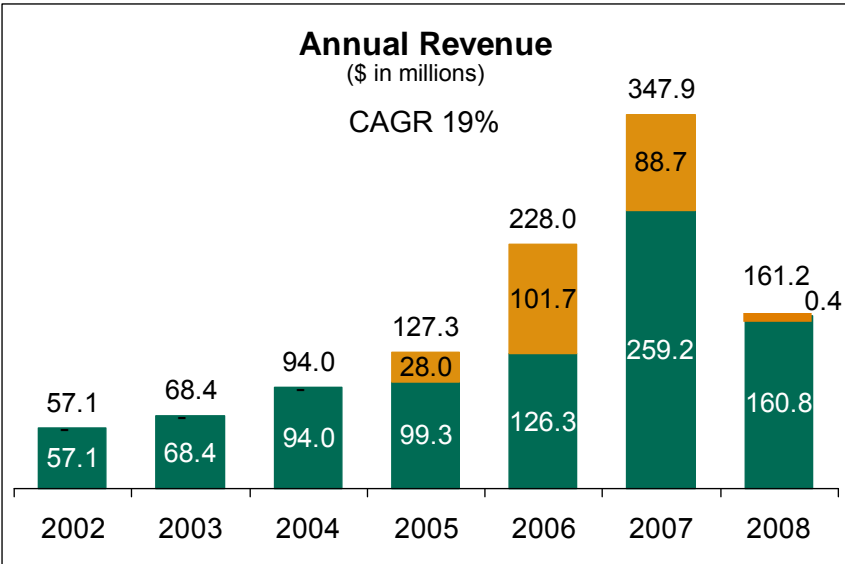
2. Includes EBITDA from discontinued operations of \$16.9 million for the twelve months ended December 31, 2008.

Balance Sheet Participation

- \$94 million co-invested in development services at quarter end.
- \$4.1 million in recourse debt to CBRE.



Global Investment Management



CBRE's co-investments totaled \$72 million at the end of December 2008.



Global Investment Management

Carried Interest

- Carried interest pertains to certain real estate investment funds from which CBRE earns an additional share of the profits from the fund, once its performance meets certain financial hurdles.
- Dedicated fund team leaders and executives in our investment management company have been granted a right to participate in the carried interest, with participation rights vesting over time.
- During the year ended December 31, 2008, the company recognized \$0.4 million of revenue (none of which came from the three months ended December 31, 2008) from funds liquidating, also known as carried interest revenue.
- For the year ended December 31, 2008, the company recorded a net reversal of carried interest incentive compensation expense of \$33.1 million (\$25.8 million for the three months ended December 31, 2008.)
- The impact on segment EBITDA of the reversed incentive compensation expense related to carried interest revenue not yet recognized is reflected, as follows:

(\$ in millions)	Three Months Ended December 31,		Year Ended December 31,	
	2008	2007	2008	2007
EBITDA	(10.1)	9.8	(7.6)	113.1
Add Back:				
Write-down of investments	24.7	-	36.5	-
Normalized EBITDA	14.6	9.8	28.9	113.1
Add Back:				
(Reversed) accrued incentive compensation expense related to carried interest revenue not yet recognized	(25.8)	8.4	(33.1)	42.9
Pro-forma Normalized EBITDA	(11.2)	18.2	(4.2)	156.0
Pro-forma Normalized EBITDA Margin	-29%	23%	-3%	45%

- As of December 31, 2008, the company maintained a cumulative remaining accrual of such compensation expense of approximately \$23 million, which pertains to anticipated future carried interest revenue.

2008 Impairments

(\$ in millions)	Quarter to Date				Year to Date			
	Americas	CBRE Investors	Development Services	Total	Americas	CBRE Investors	Development Services	Total
Operating, Administrative & Other	-	-	59.3	59.3	-	-	59.3	59.3
Equity Loss from Unconsolidated Subsidiaries	-	24.8	28.0	52.8	14.7	32.1	28.0	74.8
Minority Interest Income	-	(3.3)	(38.1)	(41.4)	-	(3.3)	(38.1)	(41.4)
Other Loss	-	3.1	-	3.1	-	7.7	-	7.7
Total	-	24.6	49.2	73.8	14.7	36.5	49.2	100.4

Cost Cutting Initiatives

Update on Previous \$190 million Plan

- Total permanent run rate savings of \$190 million realized as announced on the Q3 2008 call
- Additionally 2008 incentive compensation was reduced by over \$350 million due to weaker operating results

Additional \$195 million Cost Reduction Efforts

- Expect additional \$195 million in run rate savings for 2009
 - Areas:
 - Staff reductions / Compensation ~ **\$180 million**
 - Business promotion / Advertising } ~ **\$15 million**
 - Travel & Entertainment }
 - Office operations costs }
- All actions to realize savings expected to be completed in the first part of 2009
- Currently expect approximately \$20 million in associated one time expenses in 2009 - \$27 million taken in 2008

TOTAL COST SAVINGS

- Total cost savings of approximately \$385 million for 2009 versus full year 2007
- Capital expenditure target for 2009 is \$30 million

Capitalization

(\$ in millions)	As of		Variance
	12/31/2008	12/31/2007	
Cash	158.8	342.9	(184.1)
Revolving credit facility	25.8	227.1	(201.3)
Senior secured term loan A	827.0	827.0	-
Senior secured term loan B	949.0	960.0	(11.0)
Senior secured term loan A-1	297.8	-	297.8
Notes payable on real estate ¹	4.1	6.6	(2.5)
Other debt ²	5.5	15.0	(9.5)
Total debt	2,109.2	2,035.7	73.5
Stockholders' equity	1,210.7	988.5	222.2
Total capitalization	3,319.9	3,024.2	295.7
Total net debt	1,950.4	1,692.8	257.6

1. Represents notes payable on real estate in Development Services that are recourse to the company. Excludes non-recourse notes payable on real estate of \$613.6 million and \$459.4 million at December 31, 2008 and 2007, respectively.

2. Excludes \$210.5 million and \$255.8 million of non-recourse warehouse facility at December 31, 2008 and 2007, respectively, as well as \$8.0 million and \$42.6 million of non-recourse revolving credit facility in Development Services at December 31, 2008 and 2007, respectively.

CBRE Debt Covenants & Maturity Schedule

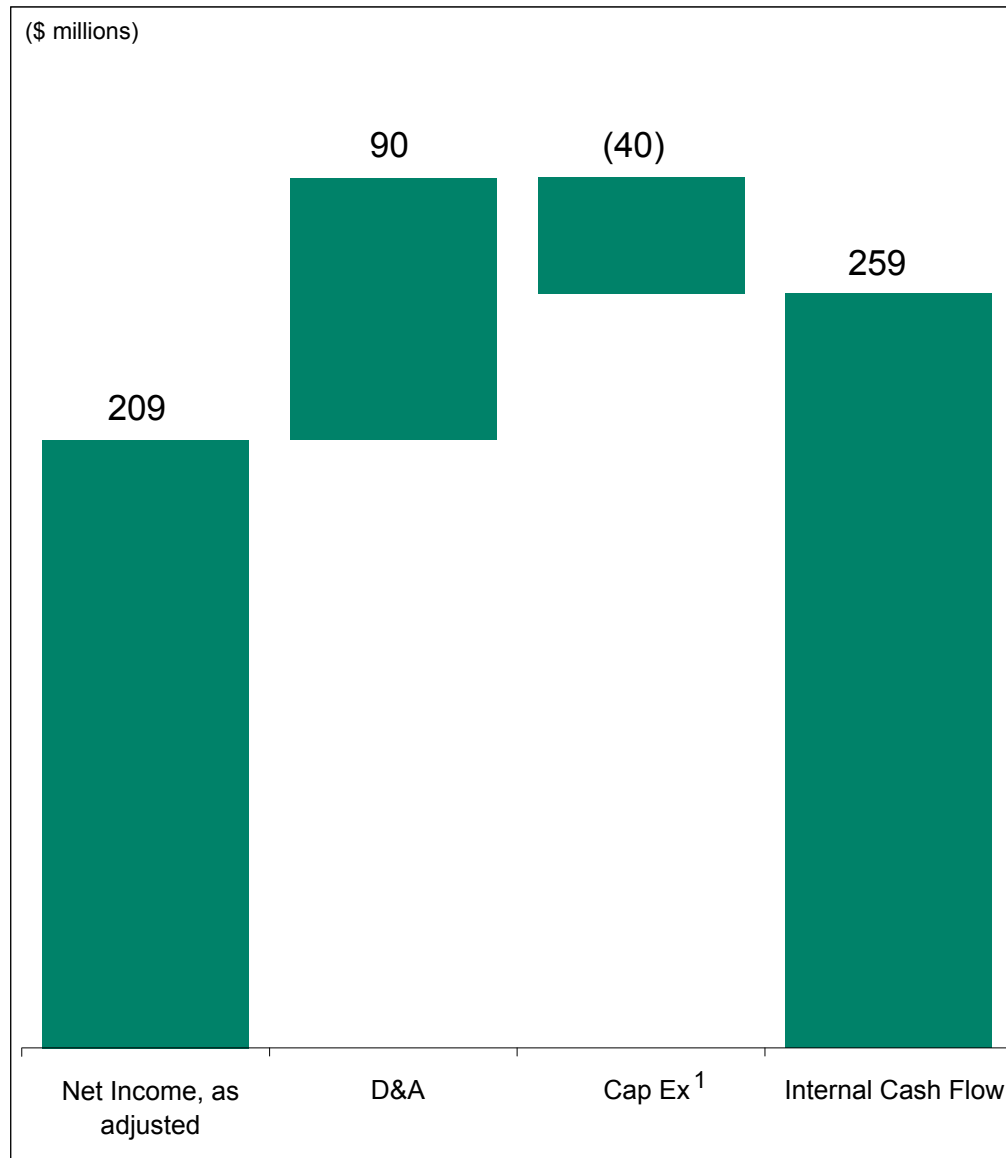
Debt Covenants

Covenant	Hurdle	6/30/08	9/30/08	12/31/08
Leverage Ratio	$\leq 3.75x$	2.91	3.16	3.28
Interest Coverage Ratio	$\geq 2.25x$	6.20	5.63	4.72

Debt Maturity Schedule

Year	Amount Due
2009	~ \$52 million per quarter
2010	~ \$75 million per quarter

2008 Normalized Internal Cash Flow



- Strong cash flow generator
- Low capital intensity
- Utilization of internal cash flow
 1. Debt reduction
 2. Co-investment activities

1. Represents capital expenditures, net of concessions

- With the continued uncertainty, it remains unrealistic to provide earnings guidance:
 - In investment sales, we expect the environment to remain weak, but believe we may see modest improvement by year end
 - We anticipate leasing will remain weak until global economies show signs of stabilizing
 - Outsourcing should continue to grow, approaching \$2 billion annually
 - Our asset based businesses, Global Investment Management and Development Services, will continue to face significant challenges in the short term due to dropping asset values
- Our strategy during the downturn remains consistent:
 - Continue to aggressively manage expenses
 - Manage covenant compliance risk through actions and negotiation with lenders
 - Grow market share through aggressive pursuit of new client mandates
 - Remain prepared with contingency plans

GAAP Reconciliation Tables

Reconciliation of Net Income to Net Income, As Adjusted

(\$ in millions)	Twelve Months Ended December 31,	
	2008	2007
Net income	\$ 83.9	\$ 390.5
Cost containment, net of tax	\$ 18.4	\$ -
Impairment of assets, net of tax	\$ 67.5	\$ -
Amortization expense related to net revenue backlog, incentive fees, and customer relationships acquired, net of tax	8.8	24.9
Integration costs related to acquisitions, net of tax	11.0	27.1
Loss on trading securities acquired in the Trammell Crow Company acquisition, net of tax	-	20.1
Merger-related charges, net of tax	-	34.2
Adjustment to tax expense as a result of a decline in the value of the assets in the Company's Deferred Compensation Plan	19.1	-
Net income, as adjusted	\$ 208.7	\$ 496.8
Diluted income per share, as adjusted	\$ 0.97	\$ 2.11
Weighted average shares outstanding for diluted income per share	214,510,842	234,978,464

Reconciliation of Normalized EBITDA to EBITDA to Net Income

(\$ in millions)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2008	2007	2008	2007
Normalized EBITDA	\$ 223.2	\$ 285.8	\$ 601.2	\$ 970.1
Adjustments:				
Integration costs related to acquisitions	3.8	10.8	16.4	45.2
Cost containment	24.1	-	27.4	-
Write down of impaired assets	73.8	-	100.4	-
Loss on trading securities acquired in the Trammell Crow Company acquisition	-	-	-	33.7
Merger-related charges	-	17.1	-	56.9
EBITDA ¹	121.5	257.9	457.0	834.3
Add:				
Interest income ²	3.6	8.1	17.9	29.0
Less:				
Depreciation and amortization ³	28.6	30.5	102.9	113.7
Interest expense ⁴	40.3	40.3	167.8	164.8
Provision for income taxes ⁵	49.7	72.8	120.3	194.3
Net Income	\$ 6.5	\$ 122.4	\$ 83.9	\$ 390.5
Revenue	\$ 1,283.3	\$ 1,839.2	\$ 5,130.1	\$ 6,036.3
Normalized EBITDA Margin	17.4%	15.5%	11.7%	16.1%

1. Includes EBITDA related to discontinued operations of \$16.9 million for the twelve months ended December 31, 2008 and \$6.5 million for the three and twelve months ended December 31, 2007.
2. Includes interest income related to discontinued operations of \$0.1 million for the twelve months ended December 31, 2008 and \$0.01 million for the three and twelve months ended December 31, 2007.
3. Includes depreciation and amortization related to discontinued operations of \$0.1 million for the twelve months ended December 31, 2008 and \$0.4 million for the three and twelve months ended December 31, 2007.
4. Includes interest expense related to discontinued operations of \$0.6 million for the twelve months ended December 31, 2008 and \$1.8 million for the three and twelve months ended December 31, 2007.
5. Includes provision for income taxes related to discontinued operations of \$6.0 million for the twelve months ended December 31, 2008 and \$1.6 million for the three and twelve months ended December 31, 2007.